

Mohammed Hussain Helps CDW Pivot from Supplier to Business Diversity



Mohammed Hussain

In an effort to pivot its Supplier Diversity program, tech leader CDW is bringing Mohammed Hussain to its Business Diversity team as supplier diversity manager. The business solutions expert

moved to pivot its Supplier Diversity program because it felt too narrow with regards to the impacts in racial equity, economic disproportions and employment gaps seen during the pandemic, according to

Kristin Malek, senior manager of Supplier Diversity at CDW.

Mohammed, a 13-year veteran for the Illinois-based company's sales organization, will be focused on expanding CDW's offerings to its

customers, influencing supply chains in a meaningful way and ensuring that business diversity at CDW is revenue-enabling for all of its diverse partners, customers and partner ecosystems.

"Mohammed brings a tremendous amount of solution-orientated thinking, a courageous perspective, and a relentless spirit to ensure CDW meets and exceeds our customers' expectations," said Malek. "He is acutely focused on equaling the playing field throughout the segments we serve and ensuring our suppliers aren't just successful for CDW, but have the tools and resources to grow independent of CDW.

Malek says the company's supplier diversity program enables its partners to invest in their own growth and spend more with other companies in their supply chain. "This, in turn, creates a powerful multiplier effect, generating jobs, increasing wages and boosting expenditure in local economies," she said. "As businesses, communities and our nation continue to recover from the disruption of 2020, our support for small and minority-owned firms will therefore be more important than ever."

We had the chance to sit down with Hussain and get to know a little more about what his goals are in his new role at CDW:

Can you tell us about your career journey and how you ended up at CDW?

Hussain: I started at CDW 13 years ago as an Account Manager in the Healthcare segment, then moved over to Sales Ops, and ended up in my current role as a Business Diversity Manager. Prior to joining CDW, I worked in the wireless communications industry as a Sales Rep at Verizon wireless. While working at Verizon, I would regularly interact with account managers from CDW who would be interested in cellular service. Those managers would have so much energy and always so upbeat about the work they did, which made me think "CDW must be a great place to work." A few years later, I had the opportunity to join CDW and the rest is history.

What do you enjoy about working at CDW and what are you most proud of?

Hussain: I love the culture CDW has cultivated and the team spirit within the sales organization. CDW encourages you to expand your network and join/participate in business resource groups. There are endless opportunities to grow your brand within the company. Being a part of the tech industry gives me access to learn about the cutting-edge solutions. Every day is a learning experience at CDW.

What goals do you hope to accomplish while at CDW?

Hussain: Create a program

that would eliminate the common roadblocks faced by small suppliers within the IT reseller industry. Leverage CDW relationships with the industry and its leaders to drive greater utilization with the diverse communities often overlooked. Grow the business diversity team and add resources to support the needs of all sales across segments CDW.

What tips do you have for others wanting to pursue the field that you are in?

Hussain: My suggestion to those who want to pursue Supplier Diversity as a career would be to get involved. By being more involved in your own local community, you get a chance to understand the needs challenges faced by small communities every day. This will build your passion and give you confidence to be a problem solver and how to engage with business and community leaders.

What tips do you have for suppliers looking to do business with CDW?

Hussain: For suppliers that are interested in partnering with us, I recommend that they develop a sound business plan and a have clear cut vision of what our partnership would look like. This will allow the Business Diversity team to be advocates for the supplier and identify opportunities to increase exposure to other business segments.



Kristin Malek

“While there's no doubt our supplier diversity program is having a significant impact on increasing revenues for small, minority-owned firms, it also does so much more. For our customers, our commitment to supplier diversity makes it easier and more cost-effective to meet their diverse procurement goals.”

—Kristin Malek, Senior Manager of Supplier Diversity, CDW

